

Popcorn University

- ★ Congratulations! You have learned the best ways to **sell** Trail's End Popcorn.
- ★ You are now a **"Popcorn Pro."**
- ★ Pick a **prize** you want to earn and set a goal for how much popcorn you want to sell. This year you will be helping pay for your Scouting activities.



Unit Leader

Doug Dent

Trail's End







HERE ARE SOME IMPORTANT THINGS TO REMEMBER WHEN YOU GO OUT TO SELL!







My Goal \$ _____

My Prize _____

Appearance _____

-  Dress in Class "A" Uniform
-  Know the Scout popcorn script
-  Be courteous at all times
-  Say "thank you" to every person you visit, even if they don't buy popcorn

Scout Presentation _____

-  Tell the customer your first name
-  Tell the customer what Pack you are in
-  Tell the customer why you are selling popcorn
-  Tell customers they can help you by buying popcorn

Suggested Scout Script _____

"Hi, my name is (first name only). I'm a Scout with Pack _____. I'm selling popcorn to help pay for the things I want to do in Cub Scouts. You can help by buying some of our delicious popcorn. You'll help me won't you?"



Always say "thank you" when you are done.

Good Luck, Good Selling!